

Message Text

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PAGE 01 LA PAZ 04027 111659Z

67

ACTION ARA-10

INFO OCT-01 EB-07 ISO-00 /018 W

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R 111500Z JUN 75

FM AMEMBASSY LA PAZ

TO USDOC WASHDC

INFO SECSTATE WASHDC 6948

UNCLAS LA PAZ 4027

USDOC

E.O. 11652: N/A

TAGS: BEXP, BL

SUBJECT: WTDR/FII: COMPAÑIA IMPORTADORA BOLIVIANA S.A. CIBO S.A.

REF: (1) USDOC 07170 (2) STATE 130501

1. BOLIVIA 2. COUNTRY CODE: 335 3. SER NO.: 0020600 4. COMPAÑIA IMPORTADORA BOLIVIANA S.A. "CIBO" S.A. 4A. CODE: K: 4B. CODE: 4C. CODE: X 5: CASILLA 954, PLAZA SAN FRANCISCO 202 6. LA PAZ, BOLIVIA.

7. ESTABLISHED: 1943 8. EMPL. 45 9. SIZE: (18-X) VERY LARGE

10. REPUTATION: (22-X) EXCELLENT 11. SELLS IT PRODUCTS THROUGH BRANCH OFFICES AND AGENCIES THROUGHOUT BOLIVIA.

12. RPT. DATE: 06/75

13A. 35231/1235 RET. AGT. DIST. AND IMP. OF WHEEL TRACTORS AND ATTACHEMENTS

13B. 35233/1235 RET. AGT. DIST. IMP. OF PLANTING, SEEDING AND FERTILIZING MACHINERY.

13C. 35234/1235 RET. AGT. DIST. IMP. OF HARROWS, ROLLERS, ULVERIZERS AND SIMILAR EQUIPMENT.

13D. 35235/1235 RET. AGT. DIST. IMP. OF HARVESTING MACHINERY

13E. 35238/1235 RET. AGT. DIST. IMP. OF ALL FARM MACHINERY AND EQUIPMENT.

13F. 35312/1235 RET. AGT. DIST. IMP. OF TRACKLAYING TYPE TRACTORS.

13G. 35612/1235 RET. AGT. DIST. IMP. OF HYDRAULIC FLUID POWER PUMPS.

13H. 35990/1235 RET. AGT. DIST. IMP. OF FILTERS, INTERNAL COMBUSTION ENGINE.

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13I. 35371/1235 RET. AGT. DIST. IMP. OF INDUSTRIAL TRUCKS AND

TRACTORS.

13J. 35595/1235 RET. AGT. DIST. IMP. OF COTTON GINNING MACHINERY,

EQUIPMENT AND PARTS.

13K. 37141/1235 RET. AGT. DIST. IMP. OF PARTS AND ACCESSORIES

FOR MOTOR VEHICLES.

13L. 30113/1235 RET. AGT. DIST. IMP. OF TRACTOR TIRES AND

INNER TUBES.

14. CONTACT: GUILLERMO ZALLES TITLE: MANAGER

15. CABLE: CIBO, LA PAZ 16. TELEX BX5346

17. TEL: 40841

18. FINANCIAL REFS: BANCO DO BRAZIL, BANCO DE LA NACION

ARGENTINA, BANK OF AMERICA, BANCO DE BOSTON, ALL OF LA PAZ.

NATIONAL BANK OF NORTH AMERICA, 44 WALL ST., NEW YORK; THE
CITIZENS AND SOUTHERN INT. BANK, 1020 INGRAHAM BLDG., MIAMI,
FLA.

19. TRADE REFS: CASA HOWSON, HANSA LTDA., INTERMACO (BOLIVIA)

S.A., SACI, ALL OF LA PAZ

20. FOREIGN FIRMS REPRESENTED: AGENCY REP. FOR JOHN DEERE

INTERNATIONAL CO., 400 19TH ST. MOLINE, ILLINOIS; FOR TRACTORS;

ACQUIRED 1963. DRESSER WAYNE, 124 COLLEGE AVE., SALISBURY,

MARYLAND; FOR PUMPS; ACQUIRED 1954. DRAKE AMERICA CORPS., 477

MADISON AVE., NEW YORK; FOR FILTERS AND TIRES; ACQUIRED 1970.

MACK TRUCKS WESTERN, P.O.BOX M, ALLEN TOWN, PENN.; FOR HEEAVY
TRUCKS; ACQUIRED 1972. LUMUS INTERNATIONAL SALES CORP., COLUMBUS,
GEORGIA; FOR COTTON GINS.

21. THIS FIRM IS ONE OF BOLIVIA'S FIVE LEADING COMMERCIAL

HOUSES AND PROBABLY NUMBER ONE IN ITS LINE OF BUSINESS. FIRM

ITSELF REPORTS PAID-IN CAPTIAL EQUIVALENT TO UD\$583,000 AND 1974

SALES VOLUME EQUIVALENT TO US \$537,000. SUBJECT IS BASICALLY A

FAMILY OWNED AND OPERATED FIRM. ZALLES' FAMILY IS HIGHLY

RESPECTED AMONG THE BUSINESS COMMUNITY. FIRM'S LARGE HEAD
OFFICES AND SHOWROOM ARE LOCATED IN DOWNTWON LA PAZ. HAS BRANCH
OFFICE IN SANTA CRUZ AND AGENCIES IN ORURO, COCHABAMBA, AND
TARIJA. THREE LA PAZ BANKS STATE FIRM HAS GOOD COMMERCIAL AND
FINANCIAL REPUTATION AND ITS OBLIGATIONS ARE MET PROMPTELY.

EMBASSY RECOMMENDS SUBJECT AS AN EXCELLENT TRADE CONTACT.

22. PREPARED BY JBILBAO APPROVED BY:JPMCLEAN AT: US

EMBASSY LA PAZ

STEDMAN

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Message Attributes

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Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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